

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



FROM: Supervisor Jeff Stone

SUBMITTAL DATE: September 11, 2012

SUBJECT: Authorization to admit Euler Hermes North American Insurance Company to County Finance Assistance Center (FAC)

RECOMMENDED MOTION:

That the Board of Supervisors directs: The Assistant County Executive Officer- EDA, Managing Director- EDA, and or the Commissioner of the Officer of Foreign Trade-EDA to enter into negotiations to admit Euler Hermes North American Insurance Company to the County Finance Assistance Center.

BACKGROUND:

At my request, along with Supervisor Bob Buster, our Board voted unanimously to establish the Finance Assistance Center (FAC) as a resource for businesses in need of financial assistance earlier in the year. To date the Finance Assistance Center includes financial resources from the Ex-Im Bank of the United States of America, 59 EB 5 Regional Centers, and is also in the process of exploring a financial partnership with the United States Department of Agriculture to assist local farmers and ranchers. A partnership with Euler Hermes may be beneficial to our business community securing underwriting services. Today's banks typically lend to businesses based upon 40 percent of their accounts receivable along with other factors such as credit worthiness, and financial evaluations. Euler Hermes offers underwriting services based upon 80 percent of accounts receivable. For qualified local businesses, this may result in finding additional resources. This United States based firm is owned and operated by Allianz of France (www.eulerhermes.us) and will make an excellent addition to our FAC. This will benefit business clients and help the county receive services and assistance at no cost.

JEFF STONE

Supervisor - Third District